Annual Review

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Prepared by your financial advisory team · August 4, 2026

TODAY'S AGENDA

What We'll Cover Today

This annual review spans activity from **February 4, 2025 through August 4, 2026**. Our goal is to make sure your financial picture is current, your strategy still fits your life, and we have a clear path forward together.

01

Portfolio Overview

Review account balances, holdings, and how your investment mix aligns with your goals.

02

Cash Flow & Withdrawals

Walk through 2025 bank activity, withdrawal patterns, and liquidity planning.

03

Estate Planning & Insurance

Confirm beneficiaries, estate documents, insurance coverage, and Medicare for Eve.

04

Goals & Next Steps

Revisit your objectives, address open items, and agree on action steps.

YOUR GOALS

Your Stated Objectives

Everything we do starts here. Your financial plan is built around the priorities you've shared with us, and this review is an opportunity to confirm they still reflect where you are today.

Primary Objective

Safety of Principal — Protecting what you've built is the cornerstone of your strategy.

Risk Tolerance

Low — You've indicated a preference for stability and capital preservation over growth.

Time Horizon

Intermediate — Your planning window balances near-term income needs with longer-term security.

Today is a great time to confirm: do these objectives still feel right given where you are in life?

PORTFOLIO SUMMARY

Your Investment Accounts at a Glance

The table below reflects account balances as last updated in your records. Note that some valuations reflect earlier dates and may not represent current market prices — we'll discuss any updates together.

Account / Holding	Details	Balance (as of date)	Type
Cash Management — First Bank	Liquid cash account	**$120,800** (Jul 3, 2026)	Cash
Apple Inc. (AAPL)	1,000 shares @ $230.40	**$230,400** (Feb 14, 2025)	Brokerage
Cisco Systems (CSCO)	500 shares @ $32.65	**$16,325** (Jan 20, 2025)	Brokerage
Wells Fargo Preferred ETF (PSK)	150 shares @ $44.38	**$6,657** (Jan 19, 2025)	Tax-Qualified
Strategic Hotels REIT (BEE)	200 shares @ $12.22	**$2,444** (Jan 19, 2025)	REIT
Conglomerated Assets "Total Invest 500" (CONI)	100 shares @ $42.75	**$4,275** (Jan 19, 2025)	Mutual Fund

$380K

Total On-File Accounts

Combined value across all tracked investment accounts.

$731K

Total Assets (CRM)

Includes estimated net worth assets on your profile.

$266K

Total Liabilities

Liabilities recorded in your financial profile.

A CONVERSATION POINT

Portfolio Concentration & Your Low-Risk Objective

What We're Seeing

Your largest single holding — Apple (AAPL) at approximately $230,400 — represents roughly **60% of your tracked investment accounts**. This concentration in a single equity introduces volatility that may not align with your stated low-risk, principal-preservation posture.

Additionally, your holdings in CSCO, BEE, and PSK represent further single-name exposure. Together, these warrant a conversation about diversification and downside protection.

Questions to Explore Together

- Is the Apple position the result of a deliberate decision, or has it grown through appreciation?
- Have you considered any tax-efficient strategies to gradually reduce concentration?
- Are there employer stock plans, options, or RSUs that add to this concentration elsewhere?
- Do you have additional external accounts or a 401(k) that we should factor into the full picture?

CASH FLOW

2025 Bank Account Activity

Your State Bank account (ending in 123456789) showed consistent growth throughout 2025, rising from a January starting balance of **$32,800** to a December ending balance of **$89,500**. Total withdrawals for the year were **$110,600**.

Month	Starting Balance	Ending Balance	Net Change
January	$32,800	$36,800	+$4,000
February	$36,800	$41,100	+$4,300
March	$41,100	$46,100	+$5,000
April	$46,100	$50,400	+$4,300
May	$50,400	$55,600	+$5,200
June	$55,600	$60,600	+$5,000
July	$60,600	$66,100	+$5,500
August	$66,100	$70,600	+$4,500
September	$70,600	$74,900	+$4,300
October	$74,900	$79,700	+$4,800
November	$79,700	$84,900	+$5,200
December	$84,900	$89,500	+$4,600

We'd like to understand what these withdrawals primarily supported — routine living expenses, one-time purchases, or something else — and whether 2026 activity looks similar.

ESTATE PLANNING

Estate Planning — Making Sure Everything Still Fits

You have a will on file and a dedicated Box folder for trusts and estate documents. Life has a way of changing the details that matter most here — a move to Wilmington, NC, family updates, and property ownership all have implications for your estate plan.

Will & Trusts

Your will is on file. Have there been any family, health, or residency changes since it was last updated? Moving from Arizona to North Carolina may warrant a review of titling and document language under state law.

Beneficiary Designations

We want to confirm that beneficiaries on all investment accounts, annuities (Nassau Life), and insurance policies are current and reflect your wishes for Eve, your children or grandchildren, and your father.

Rental Property Ownership

Our records currently show rental property ownership as "No," but historical notes indicate you own rental property. We'd like to clarify current ownership status and ensure it's properly titled and covered.

Social Security

You've already claimed Social Security benefits. We want to confirm whether any spousal or survivor benefit strategies for Eve need revisiting given your ages and future income picture.

INSURANCE & MEDICARE

Insurance Coverage & Eve's Medicare

Insurance Overview

Your Box folder contains a **Nassau Life annuity document** and a **life insurance payout analysis**. Key questions to address:

- **Life Insurance:** Is current in-force coverage still appropriate? Does the death benefit and beneficiary structure reflect your goals — income for Eve, legacy, or support for your father?
- **Annuity:** Is the Nassau Life annuity providing income now or still deferred? How does it fit your safety-of-principal objective?
- **Property & Liability:** If you still own rental property, do you have landlord and umbrella liability coverage in place?
- **Long-Term Care:** Having watched your father's journey, have your thoughts on long-term care coverage for you and Eve evolved?

Medicare — Relevant for Eve

Roger, at age 41, Medicare is not yet applicable to you. However, **Eve (age 73)** is in the Medicare system, and it's worth checking in:

- Are her current Medicare Parts B, D, and any supplemental or Advantage plan still working well?
- Have there been any issues with premiums, drug coverage, or provider networks?
- Is IRMAA (Income-Related Monthly Adjustment Amount) a factor given your household income?
- Are her Medicare costs factored appropriately into your overall cash flow and retirement planning?

OPEN ITEMS

Outstanding Tasks & Items to Resolve

As we head into this review, there are several open and overdue action items across our team. We want to be transparent about where things stand and use today's conversation to help close the loop.

Portfolio Review

Assigned to Phil · Overdue since April 2, 2026

A formal portfolio review has been outstanding. Today's meeting helps address this directly.

401(k) Rollover

Assigned to Phil · Overdue since May 26, 2026

We'd like to discuss the status of any employer retirement plan and whether a rollover should move forward.

Social Security Statements

Assigned to Teresa, Kimmy & Adam · Multiple overdue tasks

We need to request and review your Social Security statement to confirm benefit amounts and survivor options.

Plan Inputs from Teresa

Assigned to Phil · Overdue

"Get Figures from Teresa" — likely related to plan inputs for cash flow or income projections. We'll follow up internally.

NEXT STEPS

Where We Go From Here

Thank you for making time today, Roger. Here's a summary of what we'll be working on together following this review.

1 Confirm Your Objectives

Reaffirm that safety of principal, low risk, and an intermediate time horizon still reflect your priorities — and note any changes since we last met.

2 Address Portfolio Concentration

Discuss the Apple weighting and whether a rebalancing strategy makes sense given your risk posture, tax situation, and overall asset picture.

3 Clarify Cash Flow & Banking Structure

Map out which accounts fund day-to-day expenses, emergencies, and goals — and confirm whether 2026 withdrawal activity is on track.

4 Resolve Estate & Insurance Items

Update beneficiary designations, confirm rental property status, review estate documents for Wilmington, and ensure Eve's Medicare and your insurance coverage are current.

5 Close Out Open Tasks

Schedule follow-up steps for the 401(k) rollover, Social Security statement review, and any remaining overdue items with the team.